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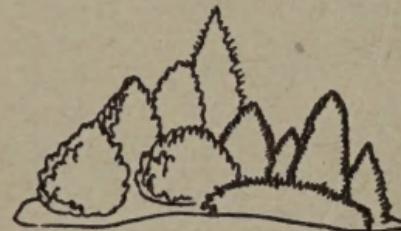
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PRICE LIST

U.S. Department of Agriculture

Hardy
Northern
Grown

Nursery Stock



**Sherman Nursery
Company**

CHARLES CITY, IOWA

1884 - 1941

"57 YEARS—STILL GROWING"

7-41

Notes and Suggestions

Read Carefully

1. Confine sales strictly to size and varieties in this list.
2. No order to be taken for less than \$2.00 worth of stock unless cash is paid in advance.
3. Take no order for delivery at places where there is no Railroad Station.
4. Take no order for delivery on a set date or during any certain month. Have order read Spring or Fall.
5. Use the utmost care in writing order, to have all figures, post office address, including rural route, and name written plainly, thus avoiding mistakes in filling orders.
6. Sign each order as Agent, have customer sign orders where intended, write name or customer VERY PLAINLY at top of order.
7. Be sure that order is added up correctly and see that the amount of order is carried to top of order and entered in blank space intended.
8. Size all stock where required to do so by order blanks, for instance, note space for size after Apples, Plums and Evergreens, be very careful to write sizes in order as they are listed in this price list, and do not under any circumstances write even size, as 5 feet, 6 feet, 18 inches; all such irregular sizes put us to lots of extra work, and we will return any order so sized.
9. See that delivery station is written in, also season of delivery, stating year, and ascertain correct postoffice address of customer.
10. Confine your sales to central delivery points. Avoid making deliveries at every little town; as a rule customers can be induced to go to your regular delivery station.
11. You may sell 500 at 1000 rates where thousand rate is given, 50 at 100 rate, except where otherwise noted. Sell Forest Trees in even hundreds only. In giving 12 rates on Plum, Cherry, Grape Vines and transplanted Evergreens, we will not allow you to put in less than 2 of a variety in making up the 12, and in giving 100 rates, you must not put in less than 5 of a kind. On Currant, Gooseberry, Raspberry and Blackberry, in giving 12 rates, you must not put in less than 6 of a variety, and not less than 25 of a kind in giving 100 rates.

General Information

REPLACE TERMS

Any stock that fails to live, if given proper care, will be replaced for one-half of retail price, provided we are notified before Sept. 1st following delivery.

DELIVERY SEASON

Never promise a customer a definite date for delivery. We guarantee to ship at the proper time for planting. Do not agree to deliver goods to premises, but instruct customers they will be notified to call at some centrally located place in town at delivery time.

WE PAY FREIGHT, EXPRESS OR PARCEL POST

The prices quoted in this list are for goods delivered at any railroad station. Do not write up orders for delivery at inland town (off the railroad). Some nurseries make an extra charge of 10% or more to cover cost of packing and transportation.

TERMS OF PAYMENT

All orders are taken with the understanding that cash will be paid in full at the time of delivery, unless payment has been made in advance. Liberal amount of stock given FREE when cash is paid at time order is placed. Orders amounting to less than \$2.00 accepted only if cash is paid with order.

PRICES

In every instance the price named is entirely in keeping with the high quality of our guaranteed stock. Inferior grades of stock may be bought for less, but poor stock is dear at any price and an experienced planter will not buy it. It is not so much what the customer pays as it is what he gets for what he pays that determines his degree of satisfaction.

PACKING

Every customer's order is very carefully packed to assure delivery of his order in first class condition. Large orders are boxed in a separate box with plenty of moist packing material. No extra charge is made for this feature of service.

LANDSCAPE SERVICE

To give our customers better plantings we maintain a Landscape Department. Plans will be furnished our customers free of charge provided stock is purchased from us. Feel free to consult our Architect at any time with regard to planting arrangements and designs. See Sales Manual, page 10.

Hardy Northern Grown Apples

The following list of apples contains only the very choicest of the hardy and productive varieties. Apple Orchards are a good investment. Five to eight years after planting they pay big dividends. A few apple trees planted in the rear yard will, as a rule, yield surprising returns. Plant apple trees for shade in the chicken yard, for flowers in the lawn area, or for delicious fruit in the garden and orchard.

Group A Apples

This group contains the standard well known varieties. See prices at bottom of page. Sizes marked * most desirable grades.

SUMMER VARIETIES

Anoka	Yellow Transparent
Duchess	Tetofsky
Early Harvest	Red Duchess
Summer Pear	

FALL VARIETIES

Anisim	Longfield
Eastman	Patten's Greening
Fameuse (Snow)	Wealthy
Iowa Beauty	Wolf River

WINTER VARIETIES

Ames	McIntosh Red
Ben Davis	Monona
Blue Pearmain	Newell's Winter
Brilliant	N. W. Greening
Delicious	Redwing
Gano	Salome
Golden Russett	Sharon
Grimes Golden	Tallman Sweet
Haralson	University
Hawkeye Greening	Windsor Chief
Joan	Winesap
Jonathan	Yellow Delicious
Malinda	

CRAB APPLES

Hyslop	Transcendent
Soulard	Virginia
Strawberry Crab	Whitney
Sweet Russett	Yellow Siberian

	Per 12	Per 6	Each
First class trees, 3-4 ft.	\$9.00	\$4.75	\$.85
*Fancy trees, 4-5 ft.	12.00	6.50	1.25
*Select trees, 5-6 ft.	15.00	8.00	1.50
Super-size trees, 6-7 ft.	17.50	9.00	1.75

Hardy Northern Grown Apples

(Continued)

Group B Apples

In this group we list some of the newer varieties recently introduced. All are worthy of a thorough trial in the home orchard.

Beacon	Melba
Cortland	Milton
Dolgo Crab	Minnesota No. 700
Early McIntosh	Minnesota No. 724
Flame (New Crab)	Minnesota No. 790
Hopa Crab	Minnesota No. 993
Kendall	Newfame
Macoun	Prairie Spy (Minn. No. 1007)

	Per 12	Per 6	Each
First class trees, 3-4 ft.	\$12.00	\$6.50	\$1.25
*Fancy trees, 4-5 ft.	15.00	8.00	1.50
*Select trees, 5-6 ft.	17.50	9.00	1.75
Super-size trees, 6-7 ft.	20.00	11.00	2.00

Special—One Tree Apple Orchard

Four excellent varieties, Anoka, Blue Pearmain, Summer Pear and Wealthy, are bud-grafted on Whitney Crab, an extra hardy and thrifty tree, making the fifth variety.

5-in-1 trees, 5-6 ft.	\$4.00	each
4-in-1 trees, 4-5 ft.	\$3.25	each

A Tree is No Hardier Than Its Root System

A fruit tree may be a perfectly hardy variety, but unless it is grafted and grown on a hardy root stock it will not prove satisfactory. SHERMAN TREES are grown on hardy, native roots, grown from seed collected locally and washed clean for planting. Such roots are much hardier than Kansas and other Southern-grown seedlings, or French Crab. Insist on a tree that has a hardy, Northern Grown root system.

Plant Hardy, Northern Grown Trees for Results. Charles City, Iowa, is located just 40 miles south of Minnesota state line, not "way down South." Visit our Nursery at your convenience—you are welcome.

Standard Pear Trees

Standard Pears require but little care. Of all fruits the pear is least particular as to soil, enduring drought with great fortitude. Pears are not reliably hardy in Northern Iowa and similar climates, with the exception of the PATTEN PEAR which was originated here at Charles City, Iowa.

Bartlett	Keiffer		
Flemish Beauty	Parker (Hardy)		
Mendel (Hardy)			
	Per 12	Per 6	Each
First class trees, 3-4 ft.	\$12.00	\$6.50	\$1.25
Fancy trees, 4-5 ft.	15.00	8.00	1.50
Select trees, 5-6 ft.	17.50	9.00	1.75

Patten Pear (Hardy)

This pear was originated by C. G. Patten and named by the Iowa Agricultural Experiment Station. Growing on the State Fruit Breeding Farm at Charles City, the Patten Pear has been regularly productive, sometimes over-productive.

	Per 12	Per 6	Each
3-4 ft.	\$12.00	\$6.50	\$1.25
4-5 ft.	15.00	8.00	1.50
5-6 ft.	17.50	9.00	1.75

Peach Trees

Peach trees are listed for the benefit of our Southern customers. We do not recommend planting peaches north of Central Iowa.

Champion	Fitzgerald		
Crawford's Early	Heath Cling		
Elberta	J. H. Hale		
	Per 12	Per 6	Each
First class trees, 3-4 ft.	\$ 7.20	\$3.75	\$.75
Fancy trees, 4-5 ft.	9.00	5.00	1.00
Select trees, 5-6 ft.	12.00	6.50	1.25

Standard Apricots

Early Golden	Superb		
		Each	
3-4 ft.		\$1.00	
4-5 ft.		1.50	

Hardy Manchurian Apricots

Manchurian Apricots are naturally a dwarf size tree. We are listing our strong two-year-old trees as XX grade (Height of trees will run from three to four feet). Please size trees on your orders as XX to distinguish from lighter, one-year trees.

ANDA	NINGUTA	TOLA
MANDARIN	SINO	ZUN

XX Trees \$1.00 each; 3 for \$2.65; 6 for \$4.50.
5-6 ft. Trees \$1.75 each; 3 for \$5.00.

Hardy Plum Trees

A handsome tree for lawn or garden. Beautiful in bloom, rich in fruit. Excellent fruit for canning, conserves, and delicious jams. We list only the very hardiest varieties of American origin.

Elliott	Monitor	Tonka
Fiebing Prize	Redwing	Underwood
Golden Rod	Superior	Waneta
Loring Prize	Surprise	Wild Goose

	Per 12	Per 6	Each
First class trees, 3-4 ft.	\$ 9.00	\$ 4.75	\$.85
*Fancy trees, 4-5 ft.	12.00	6.50	1.25
*Select trees, 5-6 ft.	15.00	8.00	1.50

The "Ideal" Plum Cluster

For best results plant a cluster of five or seven trees, spacing the trees 12 feet apart in a square, with one tree in the center of the group as a pollinizer.

Monitor	Feibing Prize
Superior	Underwood
Waneta	

SPECIAL PRICE—5 trees, 5-6 ft. ONLY....\$ 6.55

Plum-Cherry Hybrids

Trees are entirely hardy, and very heavy bearers second year after planting. Good in any locality.

Compass Cherry	Opata
Hanska	Sapa
Kahinta	Toka
Nicollett Cherry	Zumbra Cherry
Oka Cherry	

	Per 12	Per 6	Each
First class trees, 3-4 ft.	\$ 9.00	\$ 4.75	\$.85
*Fancy trees, 4-5 ft.	12.00	6.50	1.25
*Select trees, 5-6 ft.	15.00	8.00	1.50

Hansen's Bush Cherry

	Per 6	Per 3	Each
2-3 ft.	\$ 2.25	\$ 1.25	\$.50
3-4 ft.	3.50	2.00	.75

Patten Plum

Patten Plum was originated by the late C. G. Patten at his experiment station at Charles City, Iowa. The fruit is very large, medium red in color, with lilac bloom; flesh, very firm, meaty, juicy, delicious flavor when ripe. Season, mid-September. The fruit, unlike some of the American plums, does not run to small sizes as the trees become old. Sold only by the Sherman Nursery Co.

3-4 ft. (First Class)	\$1.25	each
4-5 ft. (Fancy)	1.50	each
5-6 ft. (Specimen)	2.00	each

Cherry

Early Richmond
English Morello
Mt. Morency

Ostheim
Wragg

	Per 12	Per 6	Each
First class trees, 3-4 ft.	\$12.00	\$6.50	\$1.25
Select trees, 4-6 ft.	18.00	9.50	1.65

Black Tartarian Cherry (Sweet)

	Per 12	Per 6	Each
First class trees, 3-4 ft.	\$12.00	\$6.50	\$1.25
Select trees, 4-6 ft.	18.00	9.50	1.65

All varieties of Cherries except Compass, Oka, Nicollet and Zumbra should not be sold north of Iowa-Minnesota line. See previous page for prices on Compass, Oka, Nicollet and Zumbra listed under heading of "Plum-Cherry Hybrids."

Grape Vines

No garden, however small, is complete without Grapevines. They can be used to cover any object or space—the side of a house, a fence, or a pergola, giving welcome shade. Fine for the children; excellent for jelly and grape juice. Grapes will grow in most kinds of soil. All varieties except Beta should be given some winter protection in localities north of Central Iowa.

TWO YEAR HEAVY

	Each	Per 12	Per 100
Agawam (Red)	\$.50	\$5.00	\$40.00
Beta (Black—Hardy) .....	.35	3.50	25.00
Concord (Black) .....	.35	3.50	25.00
Fredonia (Black—Hardy— Early) .....	.50	5.00	40.00
Moore's Early (Black) .....	.50	5.00	40.00
Niagara (White) .....	.50	5.00	40.00
Spurbeck (Hardy White) ..	.50	5.00	40.00
Worden (Black) .....	.50	5.00	40.00
Concord—1 year .....	.25	2.00	15.00

Currants

Plant a row of currants along the edge of the garden or between two rows of fruit trees. They are ornamental and highly useful. Nothing finer than currants for jelly. Our plants are Strong Two Year—Ready to Bear.

Cherry (Red)	Red Cross (Red)	
Fays (Red)	Red Dutch (Red)	
London Market (Red)	Victoria (Red)	
Long Bunch Holland (Red)	White Grape (White)	
Pomona (Red)	Wilder (Red)	
	Each	Per 12
Above List	\$.40	\$4.00
Perfection Currant50	5.00
Red Lake Currant (New Minnesota Variety)50	5.00

Gooseberries

Gooseberries are a sure crop. They are absolutely hardy anywhere in the Northwest. They bear big crops of berries that make the finest kind of jelly and sauce, to say nothing about the delicious "gooseberry pie." We offer only two year old heavy branched plants.

	Each	Per 12
Carrie (Wine	\$.50	\$5.00
Downing (Green) .....	.50	5.00
Houghton (Red) .....	.50	5.00
Pearl (Light Green) .....	.50	5.00
Champion (Green) .....	.50	5.00

Raspberries

(Two-year Transplants—"Bearing Age" plants)

Transplants have the root strength and vigor to produce abundant crops of full sized berries. Quick to yield and bear heavy crops.

There is no fruit that pays better with so little care or work. Raspberries are delicious for table use. For canning purposes they are unexcelled, as jelly, sauce, jam, or preserves. Raspberry shortcakes are delicious. Our plants are free from disease, being inspected by our state inspectors twice each year.

	Per 12	Per 100	Per 1000
Chief (Red)	\$2.00	\$ 7.00	\$60.00
Columbian (Purple)	3.00	15.00	125.00
Cumberland (Black)	2.50	15.00	125.00
Latham (Best Red)	2.00	7.00	60.00
Newburgh (New Red)	2.50	15.00	125.00
St. Regis (Everbearing Red)	2.50	15.00	125.00

Note: All varieties of Red Raspberries spread from the roots. Black and purple varieties reproduce new plants whenever the tips of the branches touch the ground.

Blackberries

Blackberries are very easily grown and make the most delicious kind of jelly, jam and pie. Blackberry plants should be mulched heavily with well rotted manure, lawn clippings, or straw, about the first of June each year to preserve moisture and produce big crops of luscious berries every summer. The blackberry is a good investment for either home or commercial purposes.

Alfred
Ancient Britton
Eldorado

Rathburn
Snyder
Lucretia Dewberry

Per 12....\$1.50 Per 25....\$2.75 Per 100....\$10.00

Strawberries

The success of a strawberry patch is due largely to the preparation of the plants for setting out. The best method is to cut off the stems, leaving but one or two of the smallest leaves and cut off the ends of the roots, leaving them about four inches; this should be done in a cellar or cool, shady place. All orders for strawberry plants will be shipped direct to the customer by parcel post C. O. D. to assure prompt delivery of fresh plants. Write orders for Strawberries on a separate order blank.

	Per 100	Per 1000
Dorsett (June)	\$3.00	\$25.00
Dunlap (June)	2.00	15.00
Fairfax (June)	3.00	25.00
Gem (Everbearing)	3.50	30.00
Mastodon (Everbearing)	4.00	35.00
Premier (June)	3.00	25.00

Miscellaneous Fruits

	Each	Per 10
Rhubarb, MacDonald (Red)	\$.60	\$4.50
Rhubarb, Linnaeus, 2 yr. ....	.20	1.50
Boysenberry .....	.35	3.00

Asparagus

	Per 12	Per 25	Per 100
Conover's Colossal	\$1.00	\$1.50	\$5.00
Paradise	1.50	2.25	7.50
Washington Rust Proof	1.25	2.00	6.00

Special prices for 1000 lots.

No Spring Vegetables more welcome than Asparagus. It is easily grown and should be cultivated in every garden.

Windbreak Evergreens

Transplanted stock with bushy tops and plenty of fine fibrous roots. See pages 11 to 16 for fancy specimen Evergreens. Our supply of Windbreak Evergreens is very limited this year due to very heavy sales last spring. All varieties offered in this list are strictly first class trees, with extra good root systems and well branched. Book evergreen orders early while the supply lasts. We can supply only varieties listed below.

Arbor Vitea (sold out—all sizes)	Per 10	Per 100
Norway Pine, 12-18 in.	\$ 6.00	\$ 50.00
Norway Spruce, 12-18 in.	7.00	60.00
Norway Spruce, 18-24 in.	8.50	75.00
Norway Spruce, 2-3 ft.	11.00	90.00
Scotch Pine, 12-18 in.	6.00	50.00
Scotch Pine, 18-24 in.	8.50	75.00
Scotch Pine, 2-3 ft.	11.00	90.00
White Spruce, 12-18 in.	8.50	75.00
White Spruce, 18-24 in.	11.00	90.00
White Spruce, 2-3 ft.	12.50	110.00

Windbreak Trees—B & B

(Ball and Burlapped)

Evergreen trees dug with a solid ball of dirt are more certain to grow. On account of the excess weight of the trees when balled, all orders for B&B windbreak trees should be called for by customer here at our nursery. WE DO NOT BOX AND PREPAY FREIGHT on B&B Windbreak Evergreen trees.

The price of B&B Windbreak trees is figured by adding 50c per tree to the hundred rate on Windbreak orders of 25 or more trees, and on orders of less than 25 trees, add 50c per tree to the ten rate. (For example, Norway Spruce 18-24" sells for \$75.00 per 100, not balled; if customer desires trees balled, price will be figured \$125.00 per 100 trees.)

Please do not sell varieties or sizes not listed above, except special Evergreen "1215" featured on page 10.

Seedling Evergreens

Evergreens from the seedling beds will succeed well if given proper care. Trees should be shaded during the first summer. All seedling trees are dug fresh the same day shipment is made, but we do not guarantee free replacement. Seedlings should not be sold less than 25 of a variety.

	Per 100	Per 1000
Black Hills Spruce, 4-6 in.	\$10.00	\$90.00
Colorado Spruce, 4-6 in.	10.00	90.00
Douglas Fir, 4-6 in.	7.50	65.00
Norway Spruce, 12-15 in.	7.50	65.00
Scotch Pine, 12-15 in.	10.00	85.00
White Spruce, 6-10 in.	7.00	65.00
Ponderosa Pine, 6-10 in.	7.50	65.00
Norway Pine, 6-10 in.	7.50	65.00
Jack Pine, 12-15 in.	7.50	65.00

Evergreen 1215

The Fastest Growing Evergreen

THE BEST EVERGREEN TO PLANT

As one of the largest growers of evergreens in the world, we have made it a point to study the planting of shelterbelt evergreens from the planter's side. As we plant out hundreds of thousands of evergreens ourselves every year we have a chance to study the planting problem as no one else could. The result of this study has been to develop and put on the market a type of evergreen that has been grown, root pruned transplanted and fertilized from the seedling up, with the idea in mind to withstand transplanting and the trying conditions that follow, to a greater extent than any other evergreen. To do this, we developed a type of evergreen with a large system of fine fibrous roots which gave it great and abundant vitality. An evergreen "rarin' to go" with life and vigor drawn from the richest soil in the world. **Evergreen 1215** is what we called it. It has been a success from the very beginning. So successful, in fact, that there have been many imitations put on the market by other nurseries.

Evergreen 1215 when ordered in 100 lots comes packed in a box by themselves ready for delivery to you without being unpacked and exposed. They come from the ground where they grew direct to you.

Several years ago we sold out completely on these special trees but now we are back with a very fine block of trees priced at a figure that will sell readily. These trees are not seedlings but are ready to transplant to the permanent location in the windbreak row. We offer three varieties of evergreens in this special grade ("X" after size means transplanted).

NORWAY SPRUCE, 12-15" x.....	\$15.00 per 100
NORWAY SPRUCE, 15-18" xx.....	25.00 per 100
WHITE SPRUCE, 10-12" x.....	20.00 per 100
WHITE SPRUCE, 12-15" xx.....	25.00 per 100
SCOTCH PINE, 12-15" xx.....	15.00 per 100

Specimen Evergreens

Pages 11, 12, 13, 14, 15, and 16

All trees classified as Specimen Evergreens have been grown in wide rows with plenty of room to develop into shapely and heavily branched trees. Root pruning and intensive cultivation has produced root systems that insure their growth. These fine specimen trees are priced below, either B in M or B & B. Evergreens replaced at one-half price only.

BALLED IN MOSS

B. in M. Evergreens are shipped with roots balled in damp moss, burlap covered. This method gives excellent satisfaction as entire root system is retained.

BALLED AND BUR-LAPPED

B & B Evergreens are dug in field with ball of earth; burlap is wrapped about ball to hold in place. Extra labor and freight charges make additional charge necessary.

ARBOR VITAE, DOUGLAS GOLDEN: Slightly more pyramidal than the common American Arbor Vitae with luxuriant foliage distinctly tinged with gold. Will stand out distinctly in any position.

	B in M Each	B & B Each
2-3 ft.	\$2.50	\$4.00
3-4 ft.	4.00	6.00
5-6 ft.		10.00
6-8 ft.		15.00

ARBOR VITAE GLOBOSA: This beautiful and well known variety needs no introduction.

18 in. diameter	\$2.00	\$3.00
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ARBOR VITAE, PYRAMIDAL: Used extensively to lend height in evergreen plantings or at the corners of houses to break the lines. As sentinel trees on either side of walk or porch this variety has no superior.

18-24 in.	\$1.75	\$3.00
2-3 ft.	2.50	4.00
3-4 ft.	4.00	6.00

ARBOR VITAE SHERMANII: A fine new variety. Originated by the Sherman Nursery Company. Dark rich green heavy foliage, grows pyramid form.

18-24 in.	\$1.75	\$3.00
2-3 ft.	2.50	4.00

ARBOR VITAE SIBERIAN: The most rugged of all Arbor Vitaes, originating in Siberia under the most trying conditions. This variety will stand both drought and cold extremely well.

	B in M	B & B
	Each	Each
18-24 in.	\$2.00	\$3.00
2-3 ft.	2.50	4.00

FIR, BALSAM: Tree conical in form; foliage deep green on upper side, and silvery on lower. A very symmetrical tree.

2-3 ft.	\$2.50	\$4.00
3-4 ft.	3.50	5.00
4-5 ft.		6.00
5-6 ft.		8.00

FIR, CONCOLOR: Its beautiful blue sheen makes it prized by all who know it; rivaling the well known Colorado Blue Spruce for color; dense foliage and longevity.

18-24 in.	\$2.50	\$3.50
2-3 ft.	3.50	5.00
3-4 ft.	5.00	7.50
4-5 ft.		10.00
5-6 ft.		12.50
6-7 ft.		17.50
7-8 ft.		20.00
8-9 ft.		25.00
9-10 ft.		35.00

FIR, DOUGLAS: A native of the Rocky Mountains and Pacific Coast states, large conical form, branches spreading, horizontal; leaves dark green above, silvery white below.

18-24 in.	\$2.50	\$3.50
2-3 ft.	3.50	5.00
3-4 ft.		7.50

FIR, FRASER: A new variety of Fir. Foliage silver under side. Pyramidal type tree.

18-24 in.	\$2.50	\$3.50
2-3 ft.	3.50	5.00
3-4 ft.		7.50
4-5 ft.		9.00

JUNIPER, ANDORRA: A rapid growing dwarf tree with bright green foliage which has a reddish-purple color in winter. Fine for rock gardens and ground cover.

18-24 in.	\$3.50	\$5.00
24-30 in.	4.50	6.00

JUNIPER, EAR HARBOR: Creeping-horizontal spreading branches. Soft blue in spring. One of the best for banks, rocky slopes and rock gardens. (Special low price this year.)

	B in M Each	B & B Each
12-18 in.	\$2.00	\$3.00
18-24 in.	3.00	4.50
2-3 ft.	4.00	5.50

JUNIPER CANNARTI: Pyramidal tree. Rich green foliage. Bears blue berries in late fall. Stands shearing well. One of the best of the Juniper family.

18-24 in.	\$3.00	\$4.00
2-3 ft.	4.00	6.00
3-4 ft.	6.00	7.50

JUNIPER, CHINENSIS: A slender pyramidal type tree, dark green foliage, silver tint.

18-24 in.	\$2.00	\$3.00
2-3 ft.	3.00	4.50

JUNIPER, COLORADO (or Scopulorum). Handsome Pyramid tree with silver blue green foliage.

2-3 ft.	\$3.50	\$5.00
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JUNIPER GLAUCA: A small sized, handsome spreading tree, with silver blue foliage.

2-3 ft.	\$4.00	\$6.00
3-4 ft.	6.00	8.00

JUNIPER, KOSTERI: Spreading tree similar to Pfitzer but more upright.

18-24 in.	\$3.50	\$5.00
2-3 ft.	6.00	7.50

JUNIPER, MASCULA: Pyramidal type tree. Light green foliage of distinct type.

2-3 ft.	\$3.50	\$5.00
3-4 ft.	5.00	6.50
4-5 ft.		9.00

JUNIPER, MEYERII: A Dwarf type, irregular shape. Silver blue foliage. Very slow growth. Splendid for rock gardens.

18-24 in.	\$3.50	\$5.00
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JUNIPER, PFITZERIANA: One of the finest of the Juniper family. Especially desirable for planting in cities due to ability to withstand dust and dirt. Very dwarf and of gray green foliage. Trees grown in natural flat form.

	B in M	B & B
	Each	Each
12-15 in.	\$2.00	\$3.00
15-18 in. spread (Flat)	3.50	4.50
18-24 in. spread (Flat)	4.00	6.00
2-3 ft. (Staked)	4.00	6.00

JUNIPER, SAVIN: Bushy, low grower, branches semi-erect beautiful deep green; fine for massing or as a low tree in foundation work.

12-18 in. spread	\$2.00	\$3.00
18-24 in. spread	3.50	5.00
24-30 in. spread	5.00	7.00

JUNIPER VIRGINIANA: The Red Cedar or Juniper Virginiana, as sometimes called, fills a need in evergreen planting. Its unusually fine color is very effective. Stands severe trimming.

2-3 ft. (Sheared)	\$3.00	\$4.50
3-4 ft. (Sheared)	5.00	6.50
4-5 ft. (Sheared)	7.50	9.00
5-6 ft. (Sheared)	10.00	12.50

JUNIPER, WAUKEGAN: Rather slow irregular growth, steely blue foliage turning purple in winter. Ideal for banks and ground cover.

12-18 in.	\$2.00	\$3.00
18-24 in.	3.50	5.00
2-3 ft.	4.50	6.00

LARCH, JAPANESE: Leaves bluish-gray. Hardy and one of the handsomest and most rapidly growing larches. The only evergreen that loses its green foliage during winter.

2-3 ft.	\$4.00
3-4 ft.	6.00

PINE, MUGHO: The most beautiful of all Dwarf Evergreens; forming a low round top often measuring twice as wide as its height. Very valuable in all ornamental plantings.

10-12 in. spread	\$1.50	\$2.50
12-18 in. spread	2.50	4.00

PINE, PONDEROSA: A rapid growing, drought resistant species from the Rocky Mountains. Leaves of this pine often measure six to ten inches. Especially prized where other evergreens refuse to grow.

18-24 in.	\$1.50	\$2.50
2-3 ft.	2.50	3.50

PINE, AUSTRIAN: Foliage rich dark green, vigorous dense grower.

	B in M	B & B
	Each	Each
18-24 in.	\$2.00	\$3.00
2-3 ft.	3.00	4.50
3-4 ft.		6.50

PINE, NORWAY. Fast growing. Light green foliage similar to White Pine.

18-24 in.	\$1.50	\$2.50
2-3 ft.	2.50	3.50
3-4 ft.		6.00
4-5 ft.		8.50

PINE, SCOTCH: One of the most rugged of all evergreens; a very rapid growing tree, and one which will stand almost any climate.

18-24 in.	\$1.50	\$2.50
2-3 ft.	2.50	3.50
3-4 ft.	4.00	6.00
4-5 ft.		8.50
5-6 ft.		10.00

SPRUCE, BLACK HILLS: This variety is fast becoming one of the most popular evergreens. It is absolutely hardy, drought resistant, of exceptionally fine shape with dense foliage.

18-24 in.	\$2.50	\$3.50
24-30 in.	3.50	4.50
30-36 in.	5.00	6.50
3-4 ft.		8.00

SPRUCE, COLORADO BLUE SELECT: This tree needs no introduction. It has long been prized for unusual beauty of color, which varies from blue to silver.

12-18 in. (Select Blue Type)	\$3.00	\$4.50
18-24 in. (Select Blue Type)	4.50	6.00
24-30 in. (Select Blue Type)	5.50	7.50
6-8 ft. (Select Blue Type)		30.00

SPRUCE, COLORADO GREEN: Fully as beautiful in shape as Colorado Blue Spruce, being green in color.

2-3 ft. (Green Type)	\$3.50	\$5.00
3-4 ft. (Green Type)	4.00	6.00
4-5 ft. (Green Type)		8.00
5-6 ft. (Green Type)		15.00
6-8 ft. (Green Type)		20.00

KOSTER BLUE SPRUCE: A grafted variety of Silver Blue Color. Sold only B&B.

3-4 ft.	\$17.50
4-5 ft.	22.50
5-6 ft.	27.50
6-7 ft.	35.00
7-8 ft.	45.00

NORWAY SPRUCE: Generally used for a windbreak tree, but also good ornamental variety. Fast grower, light green foliage.

	B in M	B & B
	Each	Each
2-3 ft.	\$1.00	\$2.50
3-4 ft.	2.50	4.00
4-5 ft.	3.50	5.50

SPRUCE, WHITE: In great demand due to its fine shape and unexcelled richness of color and dense foliage. Similar to Black Hills Spruce but a faster grower.

18-24 in.	\$1.00	\$2.00
2-3 ft.	3.00	4.00
3-4 ft.	3.50	5.00
4-5 ft.	5.00	7.00

TAXUS: Upright Japanese Yew. Deep green foliage and broadly pyramidal shape. Sold only in B & B.

2-2½ ft.	\$7.00
2½-3 ft.	8.50
3-2½ ft.	10.00

How to Plant "B & B" Evergreens



When **SPECIMEN EVERGREENS** are shipped balled and burlapped, you need not remove the burlap from the ball. Dig the hole a foot larger than the ball, and deep enough so that the tree will set an inch or two deeper than it did in the nursery. Then roll back the burlap from around the trunk of the tree. Do not strip it from the sides of the ball or the ball may break. Pack fine dirt very firmly around the ball and pour on enough water to thoroughly soak all the roots. The burlap left around the ball will soon rot away.

How to Plant Balled in Moss Evergreens

Many of our evergreens are balled in moss instead of in dirt. Take the burlap and moss from around the roots and plant like any other tree, using plenty of water, and tramping the dirt as firmly as possible.

Shade and Ornamental Trees

We have used great care in the selection of trees for this class, choosing only such kinds as are distinctive in their shade and ornamental value, for lawn, park and street planting. Our trees are carefully grown, allowing plenty of room for the trees to develop not only a good root system but a well balanced and shapely top. These trees have been root pruned and transplanted several times. Dozen rate is 10 times single rate.

	Each
Ash, 4- 5 ft.	\$.75
Ash, 5- 6 ft.	1.00
Ash, 6- 8 ft.	1.50
Ash, 8-10 ft.	2.00
Ash, 10-12 ft.	2.50
Ash, Wafer 5-6 ft.	1.50
Birch, European White 5-6 ft.	2.50
Birch, European White 6-8 ft.	3.00
Butternut, 6-8 ft.	2.00
Catalpa, Speciosa (white flowers) 6-8 ft.	2.00
Catalpa, Speciosa (white flowers) 8-10 ft.	2.50
Chestnut, Horse 5-6 ft.	3.00
Chestnut, Horse 6-8 ft.	4.00
Crab, Bechtel's D. F. 3-4 ft.	1.50
Elm, Chinese 4-5 ft.	.75
Elm, Chinese 5-6 ft.	1.00
Elm, Chinese 6-8 ft.	1.50
Elm, Chinese 8-10 ft.	2.00
Elm, Chinese 10-12 ft. (2 in. caliper)	4.00
Elm, Chinese, 3 in. caliper	10.00
Elm, Chinese, 4 in. caliper	12.50
Elm, Lake City 5-6 ft.	1.50
Elm, Lake City 6-8 ft.	2.00
Elm, Lake City 8-10 ft.	2.50
Elm, Moline 5-6 ft.	2.00
Elm, Moline 6-8 ft.	3.00
Elm, Vase 5-6 ft.	2.00
Elm, Vase 6-8 ft.	3.00
Elm, White (American) 5-6 ft.	1.00
Elm, White (American) 6-8 ft.	1.50
Elm, White (American) 8-10 ft.	2.00
Elm, White (American) 10-12 ft. (1½-2 in. caliper)	3.00
Elm, White (American) 2 in. caliper	4.00
Elm, White (American) 3 in. caliper	7.50
Elm, White (American) 4 in. caliper	10.00
Hackberry, 4-5 ft.	1.25
Hackberry, 5-6 ft.	2.00
Hackberry, 6-8 ft.	2.50
Hackberry, 8-10 ft.	3.00
Linden (Basswood) 5-6 ft.	1.50
Linden (Basswood) 6-8 ft.	2.50
Linden (Basswood) 8-10 ft.	3.00
Linden (Basswood) 10-12 ft.	5.00
Linden (Basswood) 3 in. caliper	10.00

Shade and Ornamental Trees

(Continued)

	Each
Locust, Black 6-8 ft.	\$1.50
Locust, Honey 5-6 ft.	1.50
Locust, Thornless Honey 4-5 ft.	1.00
Locust, Thornless Honey 5-6 ft.	1.50
Locust, Thornless Honey 6-8 ft.	2.00
Maple, Hard 5-6 ft.	2.00
Maple, Hard 6-8 ft.	3.00
Maple, Hard 8-10 ft.	4.00
Maple, Hard 10-12 ft.	5.00
Maple, Hard 2 in. caliper	7.50
Maple, Norway 5-6 ft.	3.00
Maple, Norway 6-8 ft.	4.00
Maple, Norway 8-10 ft.	6.00
Maple, Schwedler's Purple 5-6 ft. (whips)	4.00
Maple, Schwedler's Purple 6-8 ft.	5.00
Maple, Schwedler's Purple 8-10 ft.	7.50
Maple, Silver or Soft 5-6 ft.	1.00
Maple, Silver or Soft 6-8 ft.	1.50
Maple, Silver or Soft 8-10 ft.	2.00
Maple, Silver or Soft 10-12 ft.	3.00
Maple, Silver or Soft 2 in. caliper	4.00
Maple, Silver or Soft 3 in. caliper	7.50
Maple, Weir's Cut Leaf 8-10 ft.	2.50
Mt. Ash, European 5-6 ft.	1.50
Mt. Ash, European 6-8 ft.	2.00
Mt. Ash, European 8-10 ft.	3.00
Mulberry, Russian 5-6 ft.	1.50
Oak, Black 6-8 ft.	4.00
Oak, Pin 8-10 ft.	5.00
Oak, Red 6-8 ft.	4.00
Plum, Double Flowering 3-4 ft.	1.50
Plum, Double Flowering 4-5 ft.	2.00
Poplar, Bolleana 5-6 ft.	2.00
Poplar, Bolleana 6-8 ft.	2.50
Poplar, Bolleana 8-10 ft.	3.00
Poplar, Carolina, or Norway 6-8 ft.	1.00
Poplar, Carolina, or Norway 8-10 ft.	1.50
Poplar, Carolina, or Norway 10-12 ft.	2.50
Poplar, Lombardy 5-6 ft.	1.00
Poplar, Lombardy 6-8 ft.	1.50
Poplar, Lombardy 8-10 ft.	2.00
Poplar, Lombardy 10-12 ft.	2.50
Poplar, Norway (See Carolina above)	
Poplar, Silver Leaf 6-8 ft.	1.50
Russian Olive, Tree Form 6-8 ft.	1.75
Russian Olive, Tree Form 8-10 ft.	2.50
Sycamore 6-8 ft.	2.00
Walnut, Black 4-5 ft.	1.00
Walnut, Black 5-6 ft.	1.50
Walnut, Black 6-8 ft.	2.00
Walnut, Black 8-10 ft.	3.00

Weeping Trees

Each

Catalpa Bungeii (Umbrella), 6 ft. stem	\$ 3.50
Cut Leaf Weeping Birch, 4 to 5 ft.	3.00
Cut Leaf Weeping Birch, 5 to 6 ft.	4.00
Cut Leaf Weeping Birch, 6 to 8 ft.	5.00
Cut Leaf Weeping Birch, 8 to 10 ft.	6.00
Niobe Weeping Willow (Golden), 4 to 5 ft.	1.00
Niobe Weeping Willow (Golden), 5 to 6 ft.	1.50
Niobe Weeping Willow (Golden), 6 to 8 ft.	2.00
Niobe Weeping Willow (Golden), 8 to 10 ft.	3.00
Wisconsin Weeping Willow, 4-5 ft.	1.00
Wisconsin Weeping Willow, 5-6 ft.	1.50

Forest Trees

All except 2 to 3 and 3 to 4 ft. grades put up in bundles of 100 of a kind; 2 to 3 and 3 to 4 ft. grades put up in bundles of 50. We do not break bundles.

Per 100 Per 1000

Ash, 12-18 in.	\$ 3.00	\$25.00
Ash, 18-24 in.	5.00	40.00
Ash, 2-3 ft.	7.50	65.00
Ash, 3-4 ft.	10.00	85.00
Ash, 4-5 ft. (S Grade)	15.00	125.00
Black Walnut, 12-18 in.	6.00	50.00
Black Walnut, 18-24 in.	8.00	65.00
Black Walnut, 2-3 ft.	10.00	85.00
Black Locust, 18-24 in.	4.00	35.00
Black Locust, 2-3 ft.	6.00	50.00
Carolina Poplar, 18-24 in.	5.00	40.00
Carolina Poplar, 2-3 ft.	7.00	60.00
Carolina Poplar, 3-4 ft.	10.00	90.00
Catalpa Speciosa, 18-24 in.	5.00	40.00
Chinese Elm, 12-18 in. (Northern Variety)	2.50	20.00
Chinese Elm, 18-24 in. (Northern Variety)	4.00	35.00
Chinese Elm, 2-3 ft. (Northern Variety)	6.00	50.00
Chinese Elm, 3-4 ft. (Northern Variety)	10.00	90.00
Chinese Elm, 4-5 ft. (S Grade)	15.00	140.00
Norway Poplar (Same as Carolina)		
Russian Olive, 2-3 ft.	12.00	100.00
Soft Maple, 12-18 in.	5.00	40.00
Soft Maple, 18-24 in.	6.00	50.00
Soft Maple, 2-3 ft.	7.50	65.00
Soft Maple, 3-4 ft.	10.00	85.00
White Elm, 12-18 in.	3.00	25.00
White Elm, 18-24 in.	5.00	40.00
White Elm, 2-3 ft.	7.50	65.00

Forest Trees (Continued)

	Per 100	Per 1000
Willow, Laurel Leaf, 18-24 ft.	\$ 5.00	\$40.00
Willow, Laurel Leaf, 2-3 ft.	7.50	65.00
Willow Laurel Leaf, 3-4 ft.	10.00	85.00
Willow, Russian Golden, 18-24 in.	5.00	40.00
Willow, Russian Golden, 2-3 ft....	7.50	65.00
Willow, Russian Golden, 3-4 ft....	10.00	85.00

Hedging

Put up in bundles of 25 of a kind. In lots of less than 25 sell at prices on following pages. Hedges listed in this group should be clipped for the best effect.

(Sell 25 at $\frac{1}{4}$ price per 100.)	Per 100
Alpine Currant, 12-15 in.	\$40.00
Alpine Currant, 15-18 in.	50.00
Alpine Currant, 18-24 in.	60.00
Barberry Thunbergii, 12-15 in. (Light Grade)	10.00
Barberry Thunbergii, 12-18 in. Transplanted	20.00
Barberry Thunbergii, 18-24 in. Transplanted	30.00
Barberry Thunbergii, 2-3 ft. Transplanted....	50.00
Buckthorn, 12-18 in.	15.00
Buckthorn, 18-24 in.	20.00
Buckthorn, 2-3 ft.	25.00
Caragana (Siberian Pea Tree), 12-18 in.	7.50
Caragana (Siberian Pea Tree), 18-24 in	10.00
Caragana (Siberian Pea Tree), 2-3 ft.	15.00
Chinese Hedgewood, 18-24 in. (Salix)	15.00
Chinese Hedgewood, 2-3 ft. (Salix)	20.00
Honeysuckle, Morrowi, 2-3 ft.	35.00
Lilac, Purple 2-3 ft.	40.00
Russian Olive, 12-18 in. (Transplanted)	15.00
Russian Olive, 18-24 in. (Transplanted)	20.00
Russian Olive, 2-3 ft. (Transplanted)	25.00
Tartarian Honeysuckle, 18-24 in.	35.00

Flowering Hedges (Do Not Clip)

	Per 100
Spirea Froebelli (Crimson Flower), 18-24 in.	40.00
Spirea Thunbergii (Early White) 18-24 in....	40.00
Spirea Van Houtteii, Bridal Wreath, 18-24 in.	25.00
Spirea Van Houtteii, Bridal Wreath, 12-18 in.	15.00
Spirea Van Houtteii, Bridal Wreath, 12-15 in. (Light Grade)	10.00

Privet Hedges

	Per 100
Amoor River Privet, 12-18 in.	\$10.00
Amoor River Privet, 18-24 in.	15.00
Amoor River Privet, 2-3 ft.	20.00
Amoor River Privet, 3-4 ft.	25.00

Note—Do not sell Privet north of Central Iowa.
Alpine Currant is recommended very highly for best hedge in the North.

Ornamental Shrubs

For beautifying the home grounds and for landscape purposes ornamental shrubs play a most important part. A few dollars wisely spent for a planting of ornamental shrubs is an investment which will in time increase the selling value of the property where planting is done many times the original cost of both the stock and planting.

Our shrubs are from 2 to 4 years old with fine bushy tops and unusually heavy roots. "Ultimate height" means size of shrubs when fully grown.

Varieties marked * cannot be supplied in the 3-4 ft. sizes. The dwarf shrubs will be supplied in sizes shown and the 2-3 ft. price will apply.

CLASS A SHRUBS

2-3 ft., 65c each; 3-4 ft., 75c each

	Color	Ultimate
	Flower	Height
Aronia (Red Choke Berry)	White	10-12 ft.
*Barberry Thunbergii, 18-24 in.	Yellow	3-4 ft.
Buckthorn	White	6-8 ft.
*Butterfly Bush	Lavender	3-4 ft.
Caragana	Yellow	6-8 ft.
Cornus (Dogwood) Sanguinea	White	6-8 ft.
Cornus, Paniculata	White	6-8 ft.
Cornus, Siberica	White	6-8 ft.
Cornus, Stolonifera	White	6-8 ft.
Cotoneaster	White	4-5 ft.
Elder, Golden	White	6-8 ft.
Forsythia, Intermedia	Yellow	6-8 ft.
French Pussy Willow		8-10 ft.
Honeysuckle, Morrowi	Cream	6-8 ft.
Honeysuckle, Tartarian	Pink, Red, or White	8-10 ft.
Lilac, Purple	Purple	8-10 ft.
Lilac, Villosa	Pink	8-10 ft.
Lilac, White	White	10-12 ft.
Rose Acacia	Pink	5-6 ft.
Snowberry, Chenaulti (New Red)	Pink	3-4 ft.
*Snowberry, Red, 2-3 ft.	Pink	3-4 ft.
*Snowberry, White, 2-3 ft.	Pink	3-4 ft.
*Spirea A Waterer, 12-18 in.	Red	1-2 ft.
*Spirea Callosa Alba, 12-18 in.	White	1-2 ft.
Spirea Billardi	Pink	4-5 ft.
*Spirea Bumalda, 12-18 in.	Rose	2-3 ft.
*Spirea Froebelli, 18-24 in.	Pink	3-4 ft.
Spirea Thunbergii	White	3-4 ft.
Spirea Van Houttei	White	6-8 ft.
Sumac, Smooth	Yellow	10-12 ft.
Syringa, Coronarius	White	6-8 ft.
Syringa, Grandiflora	White	8-10 ft.
*Syringa, Lemoinei, 2-3 ft.	White	4-5 ft.
Syringa, Mock Orange	White	8-10 ft.

Ornamental Shrubs

CLASS B SHRUBS

2-3 ft., 75c each; 3-4 ft., \$1.00 each

	Color	Ultimate
	Flower	Height
*Alpine Currant, 18-24 in.	Yellow	3-5 ft.
*Barberry, Red Leaf (12-15 in.)	Yellow	2-3 ft.
Dogwood, Goldentwig	White	6-8 ft.
Forsythia, Fortuneii	Yellow	4-5 ft.
Forsythia, Surpensa (Golden Leaf)	Yellow	4-5 ft.
Forsythia, Spectabilis	Yellow	4-5 ft.
H. B. Cranberry	White	6-8 ft.
Honeysuckle, Rosea	Pink	8-10 ft.
Honeysuckle, Bride	Pink	8-10 ft.
Japan Quince	Scarlet	3-4 ft.
Russian Olive	Yellow	12-15 ft.
Snowball	White	8-10 ft.
Spirea, Aurea (Golden)	White	6-8 ft.
Spirea, Korean	White	5-6 ft.
Spirea, Opulifolia	White	8-10 ft.
Spirea, Opulifolia Nana (Dwarf)	White	3-4 ft.
Spirea, Sorbifolia	White	4-5 ft.

CLASS C SHRUBS

2-3 ft., 85c each; 3-4 ft., \$1.00 each

	Color	Ultimate
	Flower	Height
Althea	Ass't Colors	6-8 ft.
Cornus Elegantissima	White	8-10 ft.
*Deutzia, Pride of Rochester, 2-3 ft.	White	2-3 ft.
Euonymous (Wahoo)	Scarlet	7-8 ft.
Honeysuckle, Fragrantissima	Yellow	6-8 ft.
*Hydrangea, Arbor, 18-24 in.	White	4-5 ft.
Hydrangea, P. G.	White	6-8 ft.
Lilac, Persian	White	6-8 ft.
Lilac, Persian	Purple	6-8 ft.
Lilac, Rothamagensis	Red	8-10 ft.
Sumac, Aromatic (Fragrant)	Pink	3-4 ft.
Sumac, Cut Leaf	Yellow	8-10 ft.
Sumac, Staghorn	Yellow	12-20 ft.
*Syringa Aurea (Golden), 12-18 in.	White	2-3 ft.
Syringa Virginialis (Double)	White	6-8 ft.
Tamarix	Pink	6-8 ft.
Viburnum Dentatum	White	6-8 ft.
*Weigelia Rosea, 2-3 ft.	Pink	4-5 ft.
*Weigelia, Eva Rathke, 2-3 ft.	Red	4-5 ft.

Flowering Trees

	Color Flower	Ultimate Height	Price Each
Acer Ginnala, 4-5 ft.....	No Flower	10-12 ft.	\$1.50
Bechtel's D. F. Crab, 2-3 ft.....	Pink	6-8 ft.	1.00
Bechtel's D. F. Crab, 3-4 ft.....	Pink	6-8 ft.	1.50
Dolgo Crab, 4-5 ft.	White	10-12 ft.	1.50
Flame Crab, 4-5 ft.	White	8-10 ft.	1.50
Flowering Almond, Pink, 2-3 ft.	Pink	3-4 ft.	1.50
Flowering Almond, White, 2-3 ft.	White	3-4 ft.	1.00
Hansen's Purple Plum, 3-4 ft.....		8-10 ft.	1.50
Hansen's Purple Plum, 4-5 ft.		8-10 ft.	2.00
Hopa Crab, 4-5 ft.	Pink	10-12 ft.	1.50
Hydrangea, Tree Form, 4-5 ft.	White	8-10 ft.	2.50
Japan Snowball, 3-4 ft.	White	6-8 ft.	1.50
Plum (Prunus Triloba) 3-4 ft.,	Pink	6-8 ft.	1.50
Plum (Prunus Triloba) 4-5 ft.,	Pink	6-8 ft.	2.00
Purple Fringe (Smoke Tree) 3-4 ft.		8-10 ft.	1.50
Scheideckeri Crab, 4-5 ft.	Pink	10-12 ft.	1.50
Wild Crab (Native), 4-5 ft....	Pink	8-10 ft.	1.50

QUANTITY PRICES

	Per 10	Per 100
\$.65 Class of Shrubs sell for....	\$ 6.00	\$55.00
.75 Class of Shrubs sell for....	7.00	60.00
.85 Class of Shrubs sell for....	8.00	70.00
1.00 Class of Shrubs sell for....	9.00	80.00
1.25 Class of Shrubs sell for....	11.25	100.00
1.50 Class of Shrubs sell for....	13.50	125.00
2.00 Class of Shrubs sell for....	17.50	150.00

French Hybrid Lilacs

French Lilacs are fancy flowering lilacs that have been grafted. They will blossom freely in the 18-24 inch grade and regularly afterwards. French Lilacs should be used in every landscape planting. We offer this year ten of the best varieties selected from our experimental block of 105 different varieties. Strictly first class three-year-old plants as listed within the reach of all. Write your orders clearly so your customers will get exactly the variety wanted. Supply very limited this season.

Belle de Nancy. Purplish-red flowers. Dwarf, compact bush.

Charles X. Magnificent clusters of dark reddish-purple flowers. Strong grower. Very satisfactory.

Charles Joly. Flowers extra large. Reddish-purple.

Congo. Flowers double wine-red, extra fancy.

Ludwig Spaeth. Very attractive dark red flowers. One of the best of the dark varieties.

Marie LeGraye. Very fine single flowering white variety.

Michael Buchner. Large panicles of very double, pale lilac colored blooms. This variety always pleases.

Mme. Casimer Perier. Creamy white with yellow stamens; very fragrant. Free bloomer. Early.

Mme. Lemoinei. Large white flowers in immense clusters.

President Grevy. One of the best known and most dependable blue lilacs.

Above varieties, 18-24 in..... \$1.00 each

Above varieties, 2-3 ft..... 1.50 each

Roses

Our Roses are strong, two-year plants, grown outdoors, well rooted, in every way first class, and with but few exceptions are on their own roots. They will bloom the same season they are set out, and are in every respect much better and stronger plants than the ones that are so freely advertised and sent out by mail, and which are small, tender shoots started in a greenhouse, and sent out before they have established growth and constitution enough to stand the shock of transplanting. In planting, cut branches back to within six inches of the main stem.

We do not sell roses of any kind for fall delivery.

Climbing Roses

Baltimore Belle (White)	Prairie Queen (Pink)
Crimson Rambler (Red)	Seven Sisters (Pink)
Dorothy Perkins (Pink)	Wichuriana (White)
Excelsa (Red)	

Above List, 75c each; 3 for \$2.00

Special Climbing Roses

American Pillar (Pink, very fine)	
Climbing American Beauty (Red)	
Flower of Fairfield (Everblooming Crimson Rambler)	
Gardenia (Golden Climber)	
Paul's Scarlet Climber (Rich Red, large flower)	

Above List, \$1.00 each; 3 for \$2.50

F. J. Grootendorst Rose

This wonderful Rose is a cross between the Japanese Rose (*Rosa Rugosa*) and the ever-blooming Baby Rambler. The foliage is beautiful, the flowers crimson and fragrant. Should be severely pruned each season. Blooms from June to October. Very hardy.

Above List, \$1.00 each; \$10.00 per dozen

Baby Rambler (Everblooming)

(Bush Roses)

Red, White, Pink, Salmon, \$1.00 each; \$10.00 per doz.

Hardy Hybrid Perpetual Rose

American Beauty (Red)	Marshall P. Wilder (Red)
Frau Karl Druschki (White)	Mrs. John Laing (Pink)
Gen. Jacqueminot (Red)	Paul Neyron (Pink)
Harrison's Yellow	Soliel D'or (Yellow)
	Ulrich Brunner (Red)

Above List, \$1.00 each; \$10.00 per dozen

Hybrid Tea Roses

Hybrid Tea Roses are commonly called Monthly or Everblooming Roses. They will produce an abundance of large, fragrant flowers during the entire summer. Should be carefully protected during the winter by mounding up dirt eight or ten inches and covering with straw or leaves. Do not uncover too early in the spring. The following two-year-old plants are available for spring planting:

Autumn (Orange and Red)
Chas. K. Douglas (Scarlet)
Columbia (Bright Pink)
Editor McFarland (Pink)
E. G. Hill (Dark Red)
Etoile de Hollande (Deep Red)
Grus an Teplitz (Dark Crimson)
J. J. L. Mock (Pink)
K. A. Victoria (White)
Lady Hillingdon (Apricot Yellow)
Los Angeles (Salmon Pink)
Mrs. Aaron Ward (Beautiful Indian Yellow)
President Hoover (Scarlet and Yellow)
Radiance (Large Pink, Very Fragrant)
Red Radiance (Red)
Talisman (Orange-Red)

Above List, \$1.00 each; \$10.00 per dozen

Floribunda Roses (Patented)

Flowers larger than Baby Rambler. Fragrant free blooming.

Betty Prior (pink)	Donald Prior (red)
\$1.50 each; 2 for \$2.75; 6 for \$7.50	

Rosa Rugosa (Double)

Very hardy. Ideal for Minnesota, North Dakota, South Dakota and Wisconsin.

Agnes (Yellow)	Grootendorst (Red)
Amelie Gravereaux (Rich Purple)	Hansa (Red)
Belle Poitevine (Pink)	Hugonis (Yellow)
Conrad F. Meyer (Pink)	Sir Thos. Lipton (White)

Above List, \$1.00 each; \$10.00 per dozen

Hardy Perennial Phlox

This class of Hardy Perennials is of special importance in every flower garden. Succeeds in almost any soil and blooms through a long season. Our list covers a range of colors which is certain to please.

Phlox—Assorted Colors (not named), \$1.50 per 10;
\$12.50 per 100

Phlox (Named Varieties)

Africa, Brilliant carmine-red with blood red eye.
Baron Von Heeckeren, Delicate salmon pink.
B. Comte, Vividly colored cherry red. Dwarf.
Beacon, Good sized, Cherry red.
Blue Commander. The only true blue phlox.
Champs Elysees, Bright rosy-magenta.
Chas. H. Mayo, Very large, white, with crimson center.
Colonial, Strong grower, extra large light blue flowers.
Coquelicot, Glowing orange red, with violet eye.
Eclaireur, Bright rosy-carmine, with light halo.
Enchantress, Bright salmon pink with dark eye.
Fiancee, Dwarf, flowers of purest waxy white.
Fuerbrand, Brilliant orange scarlet, almost vermillion.
Gen. Von Huetz, Salmon red with carmine center.
H. O. Wijers, White with red center, very pretty.
Jules Sandeau, Dwarfish. Large flower, pure pink.
Lothair, Very fine, bright crimson.
Marechal French, Deep scarlet with red eye.
Mrs. Jenkins, Pure white.
Pantheon, Rose pink, free bloomer.
Prof. Virchow, Bright carmine.
Rheinlander, Beautiful large salmon pink, deep red eye.
Ryndstrom, Deep pink, tall.
R. P. Struthers, Rosy carmine with claret eye.
Seibold, Bright orange-scarlet with crimson eye.
Special French, Glowing pink, mammoth trusses.
Thor, Free flowering of a deep shade of salmon pink.
Von Hockberg, Brilliant red.
Widar, Bright reddish violet. Large white center.

Above list, 25c each; \$2.00 per 10

Phlox (New Varieties)

Bridesmaid, White, large crimson center.
Brilliant, Fiery scarlet, deep red eye.
Border Queen, Pink, Improved Jules Sandeau.
Daily Sketch, Large trusses light salmon pink with faint carmine eye.
Hauptman Koehl, Large clusters, blood red.
Leo Schlageter, Red, one of the very best.
Lillian, Cameo pink faint blue tinge.
Miss Lingard, Pure white.
Morgenrood, Bright rose, deeper eye.
Painted Lady, Tall, silver pink, red eye.
Rokoko, Clear soft pink.
Saladin, Brilliant orange red.
Tigress, Brilliant orange-scarlet.

New Varieties, 35c each; \$3.00 per 10

Vines

Ampelopsis Engelmannii	Clematis Paniculata
Ampelopsis Quinquefolia	(White)
Bittersweet	Hall's Japan Honeysuckle
Chinese Matrimony Vine	Trumpet Honeysuckle
Chinese Yellow Honey- suckle	(Scarlet)
	Trumpet Vine
	Wisteria, White

Above List, 75c each

Special Vines

Aristolochio Sipho (Dutchman's Pipe)
Boston Ivy
Clematis Coccinea (Red)
Clematis Henryii (Large White)
Clematis Jackmanii (Purple)
Gold Flame Honeysuckle
Clematis Madam Edward Andre (Red)
Purple Wisteria (Grafted)
Silver Lace Vine (White)

Above List, \$1.50

Peonies

Large, strong clumps of blooming age of the best named varieties:
Caroline Mather , bright rosy-red. When in full bloom has a purplish tint. Mid-season.
Duchess de Nemours , beautiful white peony, flowers large and double, fragrant.
Edulis Superba , very early, shell pink, generally in blossom Decoration Day.
Festiva Maxima , creamy white with small center of crimson, sweet-scented.
Francis Ortegat , very dark red, almost purple; large double compact flowers, sweet scented.
Humei , beautiful bright pink, shading to rose, very large, late.
Karl Rosenfield , excellent red variety. Good bloomer. Mid-season.
La Perle . Very large, compact, globular flowers. White overlaid with lilac-bluish center flecked crim- son.
LeMartin , deep rose-red; stamens forming collar of gold; double flowers.
Louis Van Houttei , deep velvety crimson, flowers med- ium size, very fragrant.
Modeste . Deep rose, bright showy, fragrant.

PRICES

Large Plants, 50c each; 3 for \$1.25

Prize Double Peonies

This list contains only the newest and very finest Peonies. Numbers indicate grade of merit given by American Peony Society. (All varieties rated "very good," 10.0 would be the perfect peony.)

Avalanche—8.7. Late mid-season. A magnificent, large, waxy bluish-white. Makes a wonderful effect and equally fine as a specimen or show flower **75c each**

Baroness Schroeder—9.0. Late mid-season. A large double flesh-white to soft pink, with a delicate rose fragrance. The very high rating tells its own story **\$1.00 each**

Chestine Gowdy—8.4. Late. Delightfully fragrant. Outer petals shell pink, enclosing a ring of petals of rich cream, these again surrounding a cone of pink petals, splashed carmine. Much admired for its unusual color variation **75c each**

Elwood Pleas—8.7. Pink. A large flower of true rose type. Opens flat. Plant strong, sturdy, of medium height. Rich, healthy foliage. Most attractive landscape sort. Late midseason. Very fragrant. **\$1.00 each**

Eugenie Verdier—8.6. A very lovely hydrangea-pink. One of the showiest of the pink toned varieties. Very large, early mid-season **75c each**

Felix Croussee—8.4. Large silky, brilliant crimson. Central bomb of incurved petals, surrounded by prominent guard petals. Late mid-season **75c each**

James Kelway—8.7. Immense flowers of dainty flesh-pink, changing to flesh-white. With a golden reflection from the almost hidden stamens that is most effective. Early mid-season **\$1.00 each**

Jubilee—8.9. A wonderful white peony of largest size, often measuring 9 inches in diameter. One of the finest "show" varieties. Mid-season **\$1.50 each**

Kelway's Glorious—9.8. The second highest rated peony. Immense flower of rose-type, creamy white. Rose fragrance. No other peony of such perfect form. Mid-season **\$3.00 each**

Lady Alexandra Duff—9.1. One of the very best peonies both for landscape and garden planting. Delightfully fragrant. Large, flat, semi-rose flowers of varying form, all but the terminal flower usually being beautiful saucer shaped discs. Soft pink and white. Mid-season **\$1.00 each**

Lora Dexheimer —8.4.	Mid-season. A distinct bright crimson peony	75c each
Longfellow —9.0.	A bright crimson variety that is a constant prize winner and equally attractive in the garden. Mid-season	\$1.50 each
Martha Bullock —9.1.	Mammoth pink flowers often nine to twelve inches across, borne on stiff, strong stems. A great show flower, having won numerous prizes	\$1.50 each
Mme. Ducil —7.9.	Double, shell pink peony. Desirable for cut flowers	75c each
Mme. Emily Lemoine —8.9.	White, semi-rose type, mid-season. A strong grower and free bloomer; rare and beautiful	75c each
Mikado (Japanese Single) —8.6.	Dark red, large cup-shaped flower with single row of wide dark crimson petals	\$1.50 each
Monsieur Jules Elie —9.2.	Pink, glossy flesh pink shading to a deeper rose at the base, the entire bloom covered with a silvery sheen. Strong grower. Very fragrant	\$1.00 each
Officinalis Rubra —8.6.	Very early and large. Red. Blooms about same time as <i>Tenuifolio</i> —a better flower but not fern leaf	\$1.00 each
Primevere —8.6.	The best yellow; an unusual color in peonies. Guards of creamy white; center deep canary yellow when first open, changing to sulphur yellow. Very fragrant. Mid-season	\$1.50 each
Richard Carvel —8.8.	A large, very early, fragrant, vivid-crimson bomb-type flower that is one of the first of all the reds to flower. Pleasingly fragrant	\$1 each
Rose Bonheur —9.0.	Very large, rosy-type flower of exquisite soft flesh-pink. Late mid-season	\$1.50 ea.
Sarah Bernhardt —9.0.	Pink. Semi-rose type. Color of apple blossom pink with each petal silver tipped. A most popular variety. Late mid-season	\$1.00 each
Solange —9.7.	Pink. Blooms in late mid-season. A rose-type, splendid variety	\$1.00 each
Walter Faxon —9.3.	One of the finest of all peonies. Soft coral-pink, shaded lighter at the ends of the petals and deeper rose-pink at the base. Delightfully fragrant. A superb show flower. Mid-season	\$1.00 each

German Iris

S—Standard; F—Falls.

Abu Hassan, gold standard; falls streaked with brown and gold.

Albert Victor, rich blue self colored variety.

Caprice, large rich rosy-lilac, very fragrant.

Colonial Candelot, S, bronze overlaid reddish lavender; F, rich dark velvety crimson.

Fairy, a dainty variety, white in effect, with delicate blue tones.

Her Majesty. The best of the pinks.

Iroquoise. Smoky lavender, dotted brown.

Juniata, clear blue, large.

Loreley, light yellow and purple bicolor. F, bordered yellow. Excellent for landscaping.

Mme. Chereau, white with violet penciling on standards and falls.

Monsignor. S, rich satiny violet; F, mauve heavily veined and centered purple.

Mrs. A. W. Blakely, S, yellow tinged with pink; F, yellow with a line in center lighter border.

Mrs. Allen Gray, a delicate, pale rose-mauve.

Nuee d' Orage, pale purple.

Pallida Dalmatica, delicate lavender.

Prosper Laugier, S, fiery bronze; F, Indian purple.

Quaker Lady, S, smoky lavender with yellow shadings; F, blue and old gold.

Queen of May, soft rosy-violet, almost pink.

Rhein Nixe, white S; F, violet with white margin.

Romany, S, pale dusky yellow; F, bright reddish brown. Very rich.

Sherwin Wright, bright deep yellow.

Trojana, S, overlap. Light lavender violet; F, dark violet.

Zanardalia, light blue, beautifully shaped petals.

Above List, 25c each; \$1.50 per 10; \$12.50 per 100

Lilies

Plant 8 inches deep in good garden soil.

Auratum Lily. Gold Banded Lily of Japan. \$1.00 each.

Corn Lily. Corn color. 35c each.

Elegans Lily. 75c each.

Funkia Blue (Day Lily). 35c each.

Lanceifolium Album. White, \$1.00 each.

Lemon Lily. Yellow. 50c each.

Lily of the Valley. Pure White. \$1.00 per 6.

Regal Lily. White, early, very fragrant. 35c each.

Rubrum. White, rose-tinted. \$1.00 each.

Tiger Lily. Large golden orange. 35c each.

Tiger Lily (Double). The only Double Lily. 50c each.

Yucca Lily. 35c each.

Hardy Perennial Flowers

We list a number of the favorite flowers that lose their tops by dying down in the winter, but whose roots are preserved from year to year, consequently when once planted, they are perpetual, coming back each season with an increase in size of plant and flowering capacity. Just think of it—flowers all summer, all colors, every year, without special care or transplanting. Include perennials in every order. Get better acquainted with them. See catalogue, page 59. (DO NOT SELL TULIPS THIS SEASON.)

**Sell the following list at 35c each, \$3.00 per ten
(unless otherwise noted)**

Achillea. White only. Splendid for cemeteries.

Anchusa. Italian Blue. Blooms all summer.

Alyssum. Dwarf, white flowers, good for border.

Anthemis (Hardy Marguerite).

Aquilegia (Columbine). Blue, pink, red, purple, white.

Arabis Alpinum. White.

Asters. Hardy. Assorted colors, small flower.

Baby's Breath. White. Valuable for cut flowers. 50c.

Bleeding Heart. Common red variety. 50c.

Bleeding Heart (Everblooming).

Boltonia Latisquama. Pink.

Canna Bulbs. Red or Yellow. (Dig up each fall.)

Canterbury Bell. Pink, blue, purple or white.

Carnation. Hardy, pink.

Chinese Lantern. Coral red pods.

Chrysanthemum (Pink Cushion). Hundreds of flowers on a single plant.

Chrysanthemum. Hardy. White, pink or yellow.

Coral Bell. Bright red small flowers on long stems.

Coreopsis. Beautiful yellow flowers.

Dahlias. Assorted colors. (Dig up each fall.)

Daisy, English. Dwarf, small dainty flowers.

Daisy, Memorial. Early white flower.

Daisy, Painted. Red or pink flowers.

Daisy (Shasta). Dwarf, white flowers.

Delphinium. (See Larkspur.)

Digitalis. (Same as Fox-glove.)

Forget-me-not. Small blue flowers.

Foxglove. Pink, red, white, purple.

Gaillardia. Orange red margined with yellow.

Gentian. Sapphire-blue flowers.

Gladioli. Choice mixed colors. 50c per dozen.

Golden Anthemis. Yellow. Very hardy.

Golden Glow. Bright yellow. Tall grower.

Hollyhocks. Assorted colors.

Iceland Poppy. Orange-yellow.

Iris (German). Yellow, purple. See named varieties. page 31.

Iris (Japanese). Purple, blue, lavender. 75c EACH.

Iris Pumila. Dwarf, purple.

Iris (Siberian). Purple or white.

Larkspur (Delphinium). Gold Medal Hybrids

Larkspur (Delphinium). Chinese. Blue or white.
Ever-blooming.

Larkspur (Delphinium). Belladonna. Tall. Dark blue.

Larkspur (Delphinium). Bellamosum.

Linum (Hardy Flax). Assorted colors.

Lobelia. Red or blue.

Lupines. Require wet soil. Blue, white or pink.

Lychnis (Scarlet).

Monarda Red.

Oriental Poppy. Brilliant red. Orange.

Peonies. Red, white or pink. (See page 29.)

Phlox. Various colors. (See page 27.)

Phlox (Subulata). Dwarf variety, blooms early spring.
White or pink flowers.

Physostegia. False Dragon Head. (Pink or white.)

Pinks. Hardy or old fashioned Garden Pinks. Ass't colors.

Pinks. China.

Platycodon (Balloon Flower). Blue or white.

Pyrethrum. See Chrysanthemum.

Rocky Mt. Columbine. Dwarf Columbine. Blue petals.

Salacaria. Pink. Attractive.

Salvia (Azurea). Sky blue. Grows four feet high.

Scabiosa (Blue).

Sedums for Rock Gardens. Assorted.

Snake Grass Lilly. Small blue flowers. Spike shaped foliage.

Statice (Sea Lavender). Blue flowers. Dwarf.

Spirea Filipendula. Fern leaved, white flowers. 50¢ EACH.

Stokesia. Blue flowers in late summer.

Sweet Pea. (Perennial sweet pea). Assorted colors.

Sweet William. Red, pink or white.

Tritoma (Red Hot Poker). 50 EACH.

Tunica Saxifrage. Dwarf plant with light pink flowers all summer.

Viola. Red, Blue, Apricot.

Yucca Filamentosa. Evergreen foliage, white blossom.

It is most important that Perennial plantings be covered with a good, thick mulch of coarse material, preferably Evergreen boughs, coarse hay or straw to prevent alternate freezing and thawing during the winter months, which is very harmful to the plants, often heaving them out of the ground, which will ruin them. The mulch should be applied about the first of December after the ground is slightly frozen.

Bargain Collections

NO. 1—"OLD RELIABLE" APPLE GROUP

- 1 Duchess
- 1 Brilliant
- 1 Wealthy
- 3 Super Size Trees 6-7 ft.

Bargain Special \$3.55 (Worth \$4.25—Saving \$1.70)

NO. 2—"TRIO PLUM CLUSTER"

Plant three of our extra hardy plum trees
12 ft. apart each way in triangle.

- Elliott
- Red Wing
- Tonka
- 3 Select grade trees 5-6 ft.

Three Trees \$3.95 (Worth \$4.50—Saving 55c)

NO. 3—"HOME APPLE ORCHARD"

1 Anoka	1 Sharon
1 Blue Pearmain	1 Summer Pear
1 Eastman	1 Tolman Sweet
1 Malinda	1 University
1 Red Wing	1 Hyslop Crab

Ten Trees, Super Size 6-7 ft.

Bargain Special \$11.95 (Worth \$15.00--Saving \$3.05)

NO. 4—BLACK WALNUT

One of the noblest trees of the American forest.
The wood is of well known value for cabinet making and interior finish. Also very useful and a necessity for national defense. In demand for making gun stocks and other defense materials.

	Reg. Price	Special
18-24 in.	\$8.00 per 100	\$14.50 per 200
2-3 ft.	10.00 per 100	18.25 per 200
4-5 ft.	1.00 each	8.95 per 12
5-6 ft.	1.50 each	12.75 per 12
6-8 ft.	2.00 each	16.85 per 12

NO. 5—"IDEAL" LANDSCAPE PLANTING

- 2 Pyramidal A. V. 2-3 ft. B&M
- 4 Spirea Thunbergii 2-3 ft.
- 2 Spirea Van Houttei 2-3 ft.
- 2 Japanese Barberry 18-24 in.
- 4 Spirea Froebelli 18-24 in.
- 2 Morrowi Honeysuckle 3-4 ft.
- 12 Phlox Assorted
- 12 Iris Assorted

Forty Items to add color and charm

Bargain Special \$11.50 (Worth \$17.30--Saving \$5.80)

Bargain Collections

NO. 6—"PRIZE WINNING" PHLOX GROUP

(Sell for fall or spring)

- 2 Brilliant, Fiery Scarlet
- 2 Daily Sketch, Salmon Pink
- 2 Border Queen, Pink
- 2 Tigress, Orange-scarlet
- 2 Morgenrood, Bright Rose
- 2 Saladin, Orange-red

Twelve large, field grown plants (two of each kind)

Bargain Special \$2.55 (Worth \$3.60--Saving \$1.05)

NO. 7—"SOIL EROSION BARGAIN COLLECTION

These special prices are good only when trees are purchased for soil erosion or game protection use.

Green Ash Black Locust American Plum
Chinese Elm American Elm
12-18 in. trees (nursery grown)

Special Bargain Price on Quantity Orders.

500 trees (100 of a variety)	\$ 9.85
1000 trees (200 of a variety)	17.95
5000 trees (1000 of a variety)	76.50

NO. 8—"SHERMAN'S SHRUB COLLECTION"

2 Spirea V. H. (Bridal Wreath)	2-3 ft.
2 Spirea Thunbergii (white)	2-3 ft.
2 New Red Snowberry (dwarf)	2-3 ft.
2 Morrowi Honeysuckle (tall)	3-4 ft.
2 Japanese Barberry (red berries)	18-24 in.

Ten Thrifty Shrubs, Heavy Transplants.

Bargain Special \$4.95 (Worth \$6.90--Saving \$1.95)

NO. 9—"HARDY FLOWER GARDEN"

1 Caroline Mather Peony (red)	
1 Duchess DeNemours Peony (white)	
1 Madam Ducil Peony (pink)	
6 Iris Assorted	
6 Phlox Assorted	

Fifteen beautiful hardy flowers.

Bargain Special \$2.50 (Worth \$3.75--Saving \$1.25)

NO. 10—"HOME GARDEN" COLLECTION

4 Apples (any variety Group A)	5-6 ft.
2 Plums (any variety)	5-6 ft.
2 Pears (any variety)	5-6 ft.
12 Latham Raspberry (red)	
25 Paradise Asparagus (new)	
4 Concord Grape, 2 yr.	
50 Dunlap Strawberry	
6 Rhubarb (Linneaus)	

Bargain Special \$14.95 (Worth \$19.15--Saving \$4.20)

Book Orders Early

No nursery can carry a complete stock of everything ALL THROUGH THE ENTIRE SEASON. It is easier to sell a customer four months ahead of delivery date than to sell just before shipment. It costs the customer NOTHING to order early. Early orders receive complete protection on varieties and are always filled with best grades. Each year we have to turn down hundreds of orders for Apples, Evergreens, Hybrid Plums, Specimen Flowering Shrubs and other stock simply because the orders came too late. We were sold out. Book your orders early and avoid this loss and disappointment.

GET US ANOTHER SALESMAN AND EARN \$25.00

Many of our best salesmen come to us through salesmen now in our employ.

For each salesman hired through you, we will mail our check for \$5.00 when we have received from said agent \$50.00 in good orders. When the sales of the individual agent amount to \$250.00 we will mail you our check for \$10.00, and another check for \$10.00 will be mailed to you, when we have received from said agent a total of \$500.00 in good business.

In sending names, remember that the only kind of people we are interested in are those who are strictly "on the square" and who are hustlers. We don't want the names of any men whose wishbones are where their backbones ought to be.

INDEX

Apples and Crabs	2-3
Apricots	4
Asparagus	8
Blackberries	8
Cherries	6
Currants	7
Dewberry	8
Evergreens	9-16
Evergreen 1215	10
Flowering Shrubs	21-22-23
Forest Trees	19-20
German Iris (Special)	31
Gooseberries	7
Grapes	6
Hedge Plants	20
Lilacs	22-24
Lilies	31
Miscellaneous Fruits	8
Peaches	4
Pears	4
Peonies	28-29-30
Perennials	32-33
Phlox	26-27
Plums	5
Raspberries	7
Rhubarb	8
Roses	25-26
Shade and Ornamental Trees	17-18
Shrubs	21-22-23
Strawberries	8
Tulips (Do Not Sell This Year)	
Vegetables	8
Vines	28
Weeping Trees	19

